

Message Text

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PAGE 01 CAIRO 05999 031722Z

64

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
----- 031772

R 031611Z MAY 76
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 3091

UNCLAS CAIRO 5999

E.O. 11652: N/A

TAGS: BEXP BENC EG

SUBJ: SADAT CITY MASTER PLAN -- AWARD TO AMERICAN FIRM

REF: (A) STATE 101941 (B) CAIRO 5364

1. REPRESENTATIVES OF AMERICAN CONSORTIUM COMPOSED OF DAVID A. CRANE; PARSONS, BRINKERHOFF, QUADE AND DOGLAS; MARCEL BREUER AND PEAT MARWICK AND MITCHELL HAVE BEEN ORALLY INFORMED THAT THEY HAVE BEEN AWARDED DESIGN STUDY FOR MASTER PLAN OF SADAT CITY. SIGNING PROBABLY WILL TAKE PLACE EARLY NEXT WEEK. VALUE OF CONTRACT IS APPROXIMATELY \$1.2 MILLION. SYMBOLIC VALUE OF THIS STUDY BEING AWARDED TO AN AMERICAN FIRM IS PROBABLY AS IMPORTANT AS CONTRACT VALUE.

2. EMBASSY AND OTHER USG OFFICIALS HAVE MADE SERIES OF REPRESENTATIONS

TO GOE THAT THIS IMPORTANT CONTRACT BE AWARDED TO AMERICAN FIRM. THIS POINT HAS BEEN MADE REPEATEDLY TO MINHOUSING AND RECONSTRUCTION OSMAN.

3. SENIOR REPRESENTATIVE OF CONSULTING FIRM, WHICH ACTS AS "CONSULTANT ON CONSULTANTS" TO MINISTRY OF HOUSING AND RECONSTRUCTION

, HAS TOLD EMBOFFS THAT SELECTION PROCEDURES USED FOR THIS PROJECT WERE MOST DETAILED TO DATE. WINNING AMERICAN COMPETITORS INDICATED THAT THEY HAD BEEN IMPRESSED BY SKILL AND KNOWLEDGE OF EGYPTIAN TECHNICAL COMMITTEE AND WERE IMPRESSED BY THEIR IMPARTIALITY. HOWEVER, OSMAN HAD PERSONALLY FINALLY BROKEN DEADLOCK IN NEGOTIATIONS IN FAVOR OF
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AMERICAN CONSORTIUM.

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Disposition Event:
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Margaret P. Grafeld
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